

Message Text

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TO AMEMBASSY ATHENS

INFO AMCONSUL THESSALONIKI

UNCLAS STATE 148777

E.O. 11652: N/A

TAGS: BEXP, BTRA, GR

SUBJECT: FOREIGN BUYER VISIT - PROFESSOR NICHOLAS L. KONSOLAS

REF: THESSALONIKI 293, STATE 133761, ATHENS 4129

1. FOLLOWING IS SUGGESTED KONSOLAS ITINERARY COMBINING RECOMMENDATIONS BY NATIONAL ASSOCIATION OF INDUSTRIAL PARKS (NAIP), INDUSTRIAL DEVELOPMENT RESEARCH COUNCIL (IDRC), AMERICAN INDUSTRIAL DEVELOPMENT COUNCIL (AIDC) AND NATIONAL ASSOCIATION OF STATE DEVELOPMENT AGENCIES (NASDA).

2. NEW YORK AREA. DAVID STEINER, PRESIDENT NAIP, SUDLER CONSTRUCTION CORPORATION, 46 CLINTON STREET, NEWARK, NEW JERSEY (201) 622-3330. FAIRLAWN INDUSTRIAL PARKS, FRANKLIN LAKES INDUSTRIAL PARK, CORPORATE PARK 287 - PISCATAWAY, CENTENIAL INDUSTRIAL PARK, KINGSBRIDGE PARK, ENGELHARDT INDUSTRIAL PARK, CORPORATE PARK NORTH BRUNSWICK, RARITAN CENTER.

PORTLAND, MAINE AREA: FOUR INDUSTRIAL PARKS INCLUDING WESTBROOK INDUSTRIAL PARK, PORT OF WESTLAND INDUSTRIAL PARK NOT UNCLASSIFIED

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IDENTIFIABLE BY ANY SOURCE.

WASHINGTON D.C./BALTIMORE AREA: HUGH KEOGH, DIRECTOR
INTERNATIONAL DEVELOPMENT, NASDA, 1925 K ST., N.W.
WASHINGTON, D.C. (202) 331-7880.
COLUMBIA, MARYLAND (THE ROUSE CO. - NEW TOWN), PARKWAY
INDUSTRIAL CENTER (FRIENDSHIP AIRPORT AREA), MARYLAND
PROPERTIES, ARDWICK INDUSTRIAL CENTER, CHESAPEAKE PARK.

ATLANTA AREA: TECHNOLOGY PARK, GREAT SOUTHWEST PARK,
GEORGIAN MARIETTA PARK, JABCO INDUSTRIAL PARK, PEACHTREE
CORNERS.

CINCINNATI AREA: GREATER CINCINNATI CHAMBER OF COMMERCE,
ECONOMIC DEVELOPMENT GROUP, WILL ARRANGE FOR VARIED
INDUSTRIAL PARK VISITS.

CHICAGO AREA: CENTEX INDUSTRIAL PARK, CENTRAL MANUFACTURING
DISTRICT, PAIN & SUTHERLAND DEVELOPMENTS.

MINNEAPOLIS/ST. PAUL AREA: RAUENHORST, NORTHLAND LAND CO.,
MINNEAPOLIS INDUSTRIAL PARK, JONATHAN NEW TOWN.

ST. LOUIS AREA: EARTH CITY (NEW TOWN), PROGRESS WEST,
INDUSTRIAL PROPERTIES, ST. LOUIS AIRPARK.

DALLAS AREA: GREAT SOUTHWEST, BROOKHOLLOW CORPORATION,
INDUSTRIAL PROPERTIES CORPORATION, NORTH DALLAS BUSINESS
PARK, VANTAGE PARKS.

SOUTHERN CALIFORNIA: WATSON INDUSTRIAL PARK, CABOT, CABOR
& FORBES (VARIOUS PARKS), IRVINE INDUSTRIAL COMPLEX,
DON KOLL PROPERTIES, RANCHO BERNARDO. EXPERIMENTAL PROTOTYPE
COMMUNITY OF TOMORROW (EPCOT), GLENDALE, CALIFORNIA.
WHILE EPCOT PHYSICALLY LOCATED FLORIDA, NO DEVELOPMENT
HAS YET STARTED. EPCOT IN GLENDALE WILL SHOW FILM AND
DISCUSS PLANNING PHASE.

NORTHERN CALIFORNIA AREA: HAYWARD INDUSTRIAL PARK, CABOT,
CABOT AND FORBES (VARIOUS PARKS), VALLCO PARK, STANFORD
RESEARCH PARK, CROCKER INDUSTRIAL PARK.
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3. PARKS SUGGESTED EACH AREA COVER MANUFACTURING,
DISTRIBUTION, OFFICE, AND RESEARCH FACILITIES AND RELATED
SERVICES. SOME AREAS ALSO OFFER RESIDENTIAL FACILITIES.
TWO DAYS EACH AREA (EXCEPT PORTLAND, MAINE 1 DAY)
RECOMMENDED. NAIP MEMBERS OR OTHER LOCAL AUTHORITIES ARE
EXPECTED TO BE AVAILABLE AS ESCORT FOR KONSOLAS AT ALL
SUGGESTED AREAS, IF PROVIDED SUFFICIENT LEAD TIME.

4. SINCE INDUSTRIAL DEVELOPMENT IN US PERFORMED BY PRIVATE INDUSTRY, THE U.S. HAS NO FEDERAL OR NATIONAL INDUSTRIAL DEVELOPMENT PROGRAM. NOR DOES FEDERAL GOVERNMENT HAVE INDUSTRIAL ZONE SPECIALISTS. SUGGEST ORIENTATION BRIEFING BE GIVEN BY MR. STEINER, NAIP, IN NEW YORK. HOWEVER SHOULD KONSOLAS PREFER BEGIN VISIT IN D.C., STEINER WILL GIVE ORIENTATION IN D.C., IF DATE CONVENIENT.

5. ON OTHER HAND, MOST STATES HAVE LOCAL INDUSTRIAL DEVELOPMENT PROGRAMS. SUGGEST ORIENTATION BRIEFING THESE PROGRAMS BE GIVEN BY MR. KEOGH, NASDA, IN D.C. ALSO SUGGEST KONSOLAS VISIT STATE DEVELOPMENT AGENCIES IN ATLANTA, CHICAGO, AND AGUSTA, MAINE.

6. SHOULD KONSOLAS WANT MEET WITH INDUSTRIAL DEVELOPMENT CONSULTING ENGINEERS, SEVERAL HAVE BEEN IDENTIFIED AS FOLLOWS: PECKHAM GUYTON, IRVIN, COLIFORNIA; WELSEY AND HAMM, SAN FRANCISCO; LOUIS HARRIS ASSOCIATES, NEW YORK; GEORGE WILLIAM RILEY AND ASSOCIATES, NEWPORT BEACH, CALIFORNIA; JAMES M. JENNINGS AND ASSOCIATES, COLUMBUS, OHIO; AND BALLANGER AND CO., PHILADELPHIA.

7. A PARTIAL LISTING OF PREFABRICATED METAL BUILDING MANUFACTURES FOLLOWS: AMERICAN STEEL BUILDING CO., HOUSTON, STRAN-STEEL CORPORATION, HOUSTON; KIRBY BUILDING SYSTEMS, HOUSTON; ATLANTIC BUILDING SYSTEMS, INC., ATLANTA; BUTLER MFG. CO., KANSAS CITY; SOULE STEEL CO., SAN FRANCISCO; RHEEM-DUDLEY STEEL BUILDINGS, PARAMOUNT, CALIFORNIA; INALAND-RYERSON CONSTRUCTION PRODUCTS, CO., MILWAKEE.

8. UPON RECEIPT KONSOLAS FIRM ITINERARY, COMMERCE WILL CONTACT PARKS, ASSOCIATIONS, CONSULTING ENGINEERS, AND MANUFACTURING FIRMS OF INTEREST KONSOLAS.

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9. USDOC PROJECT OFFICER JOHN VOTTA, DEPD/OED/.
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